



The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

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How to Sabotage Your Success by Playing it Safe

Ann Elliott, The Berkana Company

When your prevailing mindset is to play it safe, you are setting yourself up to lose opportunities. It is understandable that many business owners and entrepreneurs have operated by playing it safe. They mistakenly believe they are playing to win when, in fact, they are playing not to lose and sabotaging their growth efforts.

How different would the results be if you were playing to win, instead of playing not to lose? Even in a challenging economic climate, opportunities exist.

It takes a lot of energy trying to keep everything the same. With this mindset, you do not dare risk change. In addition, it is impossible to keep the status quo. You are either growing or dying. Can you think of anyone or any business that prospered by staying the same?

The reasons for playing it safe include but are not limited to the following:

Fear of failure. Can you expect to win every proposal you make? If you do not make a proposal because you think you might fail, you have no chances to win the proposal.

Belief that it is too hard. Technology in the internet age can foster the belief that learning how to use it effectively is too hard. Although it may seem impossibly overwhelming, the World Wide Web is here to stay. It is a valuable tool in playing to win.

Refusing to leave your comfort zone. You cannot create new connections by only talking to people that you know. Such a choice limits your options.

It can be a challenge to recognize an entrenched mindset. However, with a new awareness of your thinking pattern, you will start to recognize the "play it safe" mindset and the triggers for it. If you hear yourself say, "If it ain't broke, don't fix it," or some variation on the theme, ask yourself this question: Am I playing it safe so as not to lose OR am I playing to win?

Use these guidelines to take advantage of opportunities:

Ask where the opportunity is NOW. [Hint: in the challenge lies the opportunity]

Ask what can I/we do NOW?

Start small.

Be consistent.

Keep score.

Adjust and keep going.

Celebrate your results.

Playing to win is an inside job. What action are you going to take to seize the opportunities that are available to you now? If you were courageous and understood that failure is part of success, what would you do today? Good work. Keep going.

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Ann Elliott is a leadership expert and founder of The Berkana Company LLC, a business coaching company. She works with successful businesses that are leaving money on the table. Her clients experience measurable results in efficiencies, productivity, profitability, and teamwork. She speaks professionally at conferences, corporate retreats and workshops. To schedule her for your next event, visit the website. Contact Ann at <http://www.berkanacompany.com>

INSIDE THIS ISSUE:

<i>Triad Mechanical Contractors, Inc.</i>	
<i>Mechanical Member Article</i>	2
<i>September Birthdays</i>	2
<i>Safety Tip</i>	3
<i>Congrats Business Week</i>	
<i>Scholarship Winner</i>	3
<i>Welcome New Members</i>	3
<i>Concerns</i>	3
<i>Anniversaries</i>	3
<i>Upcoming Events</i>	3
<i>2012 Summer Convention</i>	
<i>Award Winners</i>	4
<i>Thx Château Élan Sponsors</i>	5
<i>2012 Training Courses</i>	
<i>Registration Form</i>	6
<i>Smith, Kesler & Company, Inc.</i>	
<i>Associate Member Article</i>	7
<i>Area Meeting Calendar</i>	7
<i>Vision/Mission Statement</i>	8



**Friday
September 21, 2012**

**5th Annual
Pee Dee Blast
Sporting Clays
Event**

**Back Woods
Quail Club
Georgetown, SC**

**Deadline To
Register
September 14, 2012
Sign Up Today!!!**



“Tool Box Talks” - Safety Tip**COURTESY**

Courtesy and Safety are partners. Lack of courtesy has caused an endless number of accidents. For example, most of us do things when we are behind the wheel of a car that we would not do anywhere else, such as cutting in and angering other drivers. Our lack of courtesy upsets the other drivers and makes them less able to drive safely.

Not being courteous can be DANGEROUS. Discourteous people in construction do things that threaten the comfort and safety of others. Discourteous people leave a door open that should be kept shut. Discourteous people do not put tools where they are supposed to be stored. Discourteous people think only of themselves and threaten the safety of others by their selfishness.

Being courteous has BENEFITS. The courteous person is easy to work with. The courteous person is generally popular. The courteous person creates confidence and good humor. Everyone is on safer ground when the atmosphere is friendly. Courtesy builds friendship.

Every worker has OBLIGATIONS. Work safely. Think of the safety of your co-workers. Use your knowledge and influence to prevent accidents. Report unsafe conditions. Contribute ideas to improve safety.

WE ARE ALL MEMBERS OF THE SAME TEAM.

SAFETY IS EVERYONE'S RESPONSIBILITY. YOU MAKE THE DIFFERENCE IN SAFETY ON THE JOB.

PinPoint Safety, LLC - Mel Rosas, formerly, RSS Safety, LLC
12216 Pinegate Court, Pineville, NC 28134-9139
Telephone (704) 277-5673 Fax (704) 900-8241

Congratulations Business Week Scholarship Award Winner

The South Carolina Chamber of Commerce is pleased to announce the distinguished scholarship recipients from the 2012 South Carolina Business Week program, sponsored by the SC Cable Television Association. Each year, Business Week offers bright, young minds the unique opportunity to interact with business leaders and student peers to learn more about the ins and outs of the business world and a successful career. This year, nearly 180 high school students from SC graduated from the program.

Kelly Danielle Spencer (daughter of Jeff Spencer, Blanchard Machinery, Summerville) of Ashley Ridge High School in Dorchester County received the Ron McNair Leadership Award. This \$3,000 scholarship, contributed by SCE&G, may be used at the South Carolina college or university of her choice. Established in memory of Lake City native and astronaut Ron McNair, the Ron McNair Leadership Award recognizes a Business Week Student who consistently demonstrates exceptional leadership abilities. The MCASC Coastal Area sponsored Kelly to attend Business Week. Congratulations Kelly!

Happy Anniversary

Mr. & Mrs. Ned Forsberg - 9/4
Mr. & Mrs. Al Hitchcock - 9/4
Mr. & Mrs. Carlton Holcombe - 9/8
Mr. & Mrs. Will Thomason - 9/30

Upcoming Events!!!**5th Annual Pee Dee Blast Sporting Clays Event**

Friday, September 21, 2012
Back Woods Quail Club, Georgetown

8th Annual Piedmont MCA Golf Tournament

Friday, November 2, 2012
Greer Country Club, Greer

The Charleston Slam**5th Annual Inshore Fishing Tournament**

Captain's Meeting - May 17, 2013
Tournament - May 18, 2013

Welcome New Members**Piedmont Area:**

Jack Blankenship, Jr. - KLG Jones
Greer

Midlands Area:**Pee Dee Area:**

Donnie Squires - Marco Supply
Charleston

Coastal Area:

Larry Smith - Graybar Electric Company, Inc.
North Charleston

Jon Huddle - Zurn Industries
Holly Springs, NC

Dale Ainsworth - Luciano, Roberts & Kent, LLC
North Charleston

Concerns

Art Hafner, Unitherm, Columbia

2012 MCASC Summer Convention – AWARD WINNERS
Chateau Elan Winery & Resort
Braselton, Georgia

POKER AWARDS

<u>Champion:</u>	<u>Gloria Maguire</u>
<u>Table Winner:</u>	<u>Kenny Bolin</u>
<u>Table Winner:</u>	<u>Carol Forsberg</u>
<u>Table Winner:</u>	<u>Gloria Maguire</u>
<u>Table Winner:</u>	<u>Richard Miller, Jr.</u>

BOATING AWARD

Ryan Laquiere

TENNIS AWARD

Linda Miller

GOLF AWARDS

<u>Winning Team</u>	<u>Eric Laquiere</u>	<u>Phil Tyree</u>
	<u>Kenneth Nelson</u>	<u>Greg Wheeler</u>
<u>Long Drive:</u>	# 9 <u>Greg Wheeler</u>	#18 <u>Greg Wheeler</u>
<u>Closest to Pin:</u>	# 6 <u>Greg Wheeler</u>	#12 <u>Jon Huddle</u>
<u>Closest To Toilet Seat:</u>	<u>Joe Hawkins</u>	

SHOPPING AWARD

<u>The Retail Therapy Award:</u>	<u>Terry Walkup</u>
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OTHER AWARDS

EDUCATION PICK A WINNER AWARD:

Tommy Walkup

EDUCATION PICK A WINNER AWARD:

Cindy Brunink

100 Years And Still Building

MCASC 162nd Semi-Annual Convention – August 2-5, 2012

Chateau Elan Winery & Resort – Braselton, Georgia

Many Thanks To The Following Companies For Their Generous Support

SPONSORS

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Atlantic Electric Company, LLC

BB&T/Boyle-Vaughan Insurance

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Boykin Contracting Group, Inc.

C. C. Dickson Company

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Carolina Filters, Inc.

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Central Controls, Inc.

Charlotte Pipe & Foundry Company

Church Seat Co./Bemis Manufacturing

Coastal Area MCASC

Control Management, Inc.

Cullum Mechanical Construction, Inc.

Dixon Hughes Goodman, LLP

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Eck Supply Company

Elliott Davis, LLC

Ferguson Enterprises, Inc.

Flex-Hose Company, Inc.

Flow Design, Inc.

Graybar Electric Co., Inc.

H. R. Allen, Inc.

Hagemeyer NA

Hajoca Corporation

Hub International S. E.

James G. Murphy Company, Inc.

James M. Pleasants Company, Inc.

Johnson Controls, Inc.

Lochinvar Corporation

Mayer Electric Supply

McCartha, Cobb & Associates, Inc.

Metro Electric Company, Inc.

Ogletree, Deakins, Nash, Smoak & Stewart

Palmetto Air & Water Balance, Inc.

Premier Electrical Staffing

RepSouth

Robinson McFadden

Santee Cooper

Shealy Electrical Wholesalers, Inc.

SIFCO Mechanical, Inc.

Smith, Kesler & Company

Smith & Stevenson

Thermal Resource Sales, Inc.

Total Comfort

Trane Comfort Solutions

Transworld, Inc.

Triad Mechanical Contractors, Inc.

Unitherm, Inc.

Victaulic

Wells Fargo Insurance Services USA, Inc.

Zurn Industries



MCASC 2012 COURSE REGISTRATION



COMPLETE AND FAX OR MAIL TO MCASC

P.O. BOX 384, COLUMBIA, SC 29202

TELEPHONE #: 803-772-7834 FAX #: 803-731-0390

EMAIL: mflowers@mcasc.com WEBSITE: www.mcasc.com

NAME: _____

COMPANY: _____

ADDRESS: _____

PHONE: _____ **FAX:** _____

CITY: _____ **STATE** _____ **ZIP** _____

EMAIL ADDRESS: _____

NAME ON LICENSE: _____

LICENSE NO.: _____ **STATE:** _____

Payment Method

- Please Invoice
- Check Enclosed for \$ _____

NOTE:

**WE OFFER A DISCOUNT
IF YOUR COMPANY REGISTERS THREE (3)
OR MORE FOR THE SAME COURSE.
SEND 3...THE 4TH IS FREE**

NOTE:

All Courses Will Be Held At
The MCASC State Office Training Facility
1504 Morninghill Drive, Columbia, SC

NOTICE:

ANYONE FAILING TO WITHDRAW FROM A COURSE
TWO WEEKS PRIOR TO ITS START WILL BE BILLED
FOR THE ENTIRE COST OF THE COURSE.
NO EXCEPTIONS.

These courses have been approved by the North Carolina State Board of Examiners of Plumbing, Heating & Fire Sprinkler Contractors for continuing education credit toward license renewal in the amount of six (6) hours. These courses are not sponsored by the Board.

PLEASE PLACE A CHECK BESIDE EACH COURSE YOU WISH TO REGISTER FOR:

NC, AL & GA APPROVED

- 2012 NC Fuel Gas Code Update & Collections In The Construction Industry Pt. I & Pt. II

NC License Types: P-I, P-II, H-1-I, H-1-II, H-2, H-3-I, H-3-II, FP

November 7, 2012 – Columbia

Time: 9:00 AM - 4:00 PM

Member: \$175.00

Non-Member: \$225.00

NC, AL & GA APPROVED

- 2012 NC Fuel Gas Code Update & Legal Update Labor & Employment Law Part I and Legal Update Benefits Law Part II

NC License Types: P-I, P-II, H-1-I, H-1-II, H-2, H-3-I, H-3-II, FP

November 28, 2012 - Columbia

Time: 9:00 AM - 4:00 PM

Member: \$175.00

Non-Member: \$225.00

NC, AL & GA APPROVED

- 2012 NC Fuel Gas Code Update & Surviving An OSHA Inspection Part I & Part II

NC License Types: P-I, P-II, H-1-I, H-1-II, H-2, H-3-I, H-3-II, FP

December 19, 2012 – Columbia

Time: 9:00 AM - 4:00 PM

Member: \$175.00

Non-Member: \$225.00

**Associate Member:
SMITH, KESLER & COMPANY**

Smith, Kesler & Company is a certified public accounting firm which was established in 1974, and has enjoyed steady growth over the years. Our growth has been the result of our total commitment to client service. We know that our success only follows in the footsteps of our clients' success. Our growth and success is accomplished by providing comprehensive financial and general business services encompassing not only the fields of auditing, accounting, and taxation, but also management consulting. Our intent is to understand not only our clients' businesses, but also their business goals and their long-term objectives for their families. This approach helps us to avoid short-term planning, which is counterproductive for long-term goals.

The construction industry has unique issues for financial reporting, tax reporting, bonding, financing, and cost controls. Smith, Kesler & Company has positioned itself to provide the specialized expertise that our clients need to compete in a highly competitive area. Because we have one of the largest construction industry practices in the Carolinas, we have a comprehensive understanding of the industry and its most pressing issues. Our knowledgeable, proactive, and experienced accountants are able to assist our clients in all stages of growing their businesses.

The firm's employees have maintained a reputation for excellence in the profession. We take our reputation of integrity, competence, and independence very seriously. Bond brokers and sureties recognize the value of our name and reputation. We are a member of CICPAC, a national network of CPA firms who represent thousands of construction firms. We represent over 200 of the Carolinas' construction companies.

Should you have any financial, tax, consulting, or estate planning needs, please call us at one of our four locations:

P. O. Box 170249, Spartanburg, SC 29301 - (864) 327-1504 wshinds@skandco.com

P. O. Box 219, Mt. Pleasant, SC 29465 - (843) 388-1704 peevans@skandco.com

P. O. Box 13867, Research Triangle Park, NC 27709 - (919) 544-5198 maspence@skandco.com

P. O. Box 621330, Charlotte, NC 28262 - (704) 454-5214 mehaynes@skandco.com

Smith, Kesler & Company
PO Box 170249, Spartanburg, SC 29301-0024
Phone (864) 327-1504 Fax (864) 327-1509

**Congratulations to our next Associate & Mechanical Members who will be
highlighted in the upcoming issue of "The Tool Box":
Graybar Electric Company, Inc., North Charleston - Associate Member
Tuck & Howell, Inc. Greer - Mechanical Member**

SEPTEMBER 2012 MONTHLY AREA MEETINGS

MIDLANDS AREA

Thursday, September 6, 2012 @ 6:00 PM

Location: 9221 Farrow Road, Columbia

Sponsored By: Ferguson Enterprises, Inc.

**Topic: "Code Adoptions Process & Pending Codes
Affecting The Mechanical Industry"**

**Presented By: Gary Wiggins, Administrator
SC Building Codes Council, LLR**

PIEDMONT AREA

Tuesday, September 11, 2012 @ 6:00 PM

Location: 575 Woodruff Road, Greenville

Sponsored By: Ferguson Enterprises, Inc.

Topic: "Meet The Generals"

**Presented By: W. Dean Anderson, President
Roebuck Builders Co., Inc.**

**Tracy Pellett, Chairman
Triangle Construction Co., Inc.**

PEE DEE AREA

Friday, September 21, 2012 @ 9:30 AM to 5:30 PM

Location: Back Woods Quail Club, 647 Hemingway Lane,
Georgetown

Sponsored By: Pee Dee Area

**5th ANNUAL PEE DEE BLAST
SPORTING CLAYS EVENT**

COASTAL AREA

Tuesday, September 25, 2012 @ 6:00 PM

Location: 4447 Dorchester Road, N. Charleston

Sponsored By: Eck Supply Company

**Topic: TBA
Presented By: TBA**



P.O. Box 384, 29202
1504 Morninghill Drive
Columbia, SC 29210
Phone: (803) 772-7834
Fax: (803) 731-0390
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South Carolina since 1912.*

MCASC Executive Board & Staff

Lee Richardson, President
Richard Miller, Jr., Vice-President
Mike Kirkland, Treasurer
Tom Brock, Secretary
Gerald Edwards, Associate President
Mona Flowers, Managing Director

Mechanicals make it happen -
Be part of the best!

MCASC Vision Statement

The Mechanical Contractors Association of South Carolina (MCASC) will be the leading construction association in South Carolina for specialty contractors and suppliers in the electrical, mechanical (HVAC), and plumbing fields by serving its membership, the industry, and the Community in a vibrant and harmonious fashion.

MCASC Mission Statement

The Mechanical Contractors Association of South Carolina (MCASC) will provide its membership with:

- current business/technical information and support
- a proactive political/legislative agenda
- a joint industry collaboration to improve relative business practices
- an ongoing effort to offer training opportunities for both professional and craft personnel
- educational scholarships for deserving students
- the development of industry related career opportunities

The Association's objective for this mission is to enhance the future of the Construction Industry in South Carolina.